

Message Text

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PAGE 01 MOSCOW 05427 211439Z
ACTION EUR-12

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PASS OES/APT FOR MORRIS

E.O. 11652: N/A
TAGS: TGEN, UR, US
SUBJECT: HERCULES, INC. NEGOTIATIONS ON POSSIBLE ARTICLE
4 ARRANGEMENT UNDER S&T AGREEMENT

REF: STATE 86732

1. SCICOUNS MET APRIL 20 WITH HERCULES AND SCST REPRESENTATIVES TO REVIEW STATUS OF PROPOSED ARTICLE 4 ARRANGEMENT. HERCULES REPRESENTATIVES APPEARED WELL SATISFIED WITH PROGRESS OF DISCUSSIONS AT SCST AND WITH THE MINISTRY OF CHEMICAL INDUSTRY AND WITH THE MINISTRY OF OIL AND PETRO-CHEMICALS.

2. HERCULES DIRECTOR FOR NEW ENTERPRISE FRANK WETZEL INDICATED THE MAJOR INTEREST OF HIS FIRM IN AN ARTICLE 4 ARRANGEMENT WOULD BE COMMERCIALIZATION IN THE WEST OF NEW SOVIE MOLECULES, PARTICULARLY WATER-SOBUBLE POLYMERS. A SUBSIDIARY INTEREST WOULD BE A SOVIET PROCESS EXTRACTION OF RESINS FROM OIL SHALE. WETZEL SAID HERCULES IS NOT STRONG ON FUNDAMENTAL RESEARCH BUT EXCELLENTLY PREPARED FOR THE RAPID COMMERCIALIZATION FOR NEW IDEA IN CHEMISTRY; THEREFORE HERCULES AND SOVIET COMPETENCE NICELY COMPLIMENT EACH OTHER. DRAFT ARTICLE 4
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ARRANGEMENT PREPARED BY HERCULES HAS BEEN LEFT FOR CONSIDERATION BY SCST; TEAM PLANS TO RETURN IN MID-JUNE FOR FURTHER DISCUSSIONS.

3. SCST CHEMICAL SPDCIALISTS UTKIN NOTED AT MEETING THAT MAJOR EFFORT OF THE SOVIETS CHEMISTRY DURING THE PRESENT FIVE-YEAR PLAN WAS ON FERTILIZERS, AND THAT DOMESTIC

PRODUCTION CAPACITY IS NOW CONSIDERED SATISFACTORY. THE
SOVIET PRODUCTION OF PLASTICS HAD DOBULED DURING THE LAST
FIVE-YEAR PLAN BUT IS STILL FAR SHORT OF DEMAND. THUS THE
SOVIETS ARE CONCENTRATING EFFORTS ON SUPPLYING SUCH MATERIALS
AS POLYPROPELENE FOR ESSENTIAL USES (E.G., SAUSAGE
PACKAGING), BUT WOULD NOT YET CONSIDER USING THE SUBSTANCE
TO REPLACE CELLOPHANE FOR CIGARETTE PACKAGING - A LUXURY
ITEM.
TOON

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Message Attributes

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